



State of Tennessee

Department of Education

Proposal for RFP #33150-02211

Due: June 1, 2011 at 2:00 PM

Submitted by



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May 27, 2011

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Ms. McKeever:

Ed-Interact, Incorporated is pleased to submit the attached response to the State of Tennessee's Department of Education **RFP #33150-02211**. We believe Ed-Interact, by means of its flagship product, *Plans and Alerts for Student Success* (PASS), is uniquely qualified to meet the important needs of this RFP. Key aspects of our company/product include:

- Ed-Interact has specialized in K-12 Early Warning/At-Risk Detection web-based software for over 6 years.
- Our flagship product, PASS is entering its 5th major version release in Q3/2011, and Ed-Interact expects to meet the State's requirements with this robust, field-proven application which is easy to use, easy to master and powerful enough to meet and far exceed the States requirements (Version 5.0 of PASS is scheduled to release in late Summer 2011).
- Ed-Interact has previous experience in Tennessee K-12 data source(s), understands State data challenges and is well prepared to help the State overcome any challenges in this area by leading its data assembly process.
- No other Early Warning product is easier to use or can match the full range of capabilities of PASS, extending from early warning indicators on through to complete intervention lifecycle management.

Ed-Interact is excited by the possibility of serving the DOE on this very important effort. We believe that the ability of PASS Software in helping educators help students is unparalleled and our commitment to the State of Tennessee, its educators and its students is unwavering. We believe we have met all the requirements of this solicitation, and request that you contact me if you require any clarifications. Please do not hesitate to contact me if you have questions concerning our proposal.

Sincerely,



William Gunther
President
Ed-Interact Corporation
813.368.3290
bgunther@edinteract.com

Ed-Interact, Incorporated

History of Revisions

Version	Date	Description
.10 Draft	5/18/11	Outline
.25 Draft	5/19/11	Introduction and Template
.75 Draft	5/21/11	Ed-Interact SME input
1.00 Draft	5/25/11	Pending Review
1.00 Pre-Release	5/26/11	Pending Authorization for Release
1.00	5/27/11	Approved for Distribution

Authorization for Release

Required (Y/N)	Approving Body	Signature	Date
Y	Executive Management	WTG	05/27/2011
Y	Product Management	GW	05/27/2011

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Ed-Interact, Incorporated

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1 Introduction

Ed-Interact Corporation (Ed-Interact) is pleased to present this proposal to the State of Tennessee in response to **RFP #33150-02211**. It is Ed-Interact's intent to provide its web-based product 'Plans and Alerts for Student Success' (PASS) to provide Early Warning Capability for the 136 Local Education Agencies (LEAs), 1900+ schools, 4000+ principals & administrators, 70,000+ teachers and 1,000,000+ students in Tennessee's K-12 public schools.

Ed-Interact has created the industries most unique approach to Early Warning Detection because we understand that if a system is not easy enough for educators to use with little or no training, it will simply not be used to its potential. For years, we have tuned our system based on educator feedback, constantly striving to simplify the experience while also managing to expand the systems search and display capabilities.

With it's 5th major release version due this Summer, PASS is a mature, multi-tenant, web-based school software product whose primary architectural framework and software functionality meets and often exceeds numerous technical and business criteria requested in **RFP #33150-02211**. Ed-Interact intends to augment its Early Warning/At-Risk Detection Software functionality based on the additional requirements requested in the RFP in order to deliver a scalable, high-quality, field-proven, mature and robust Early Warning System to the State of Tennessee.

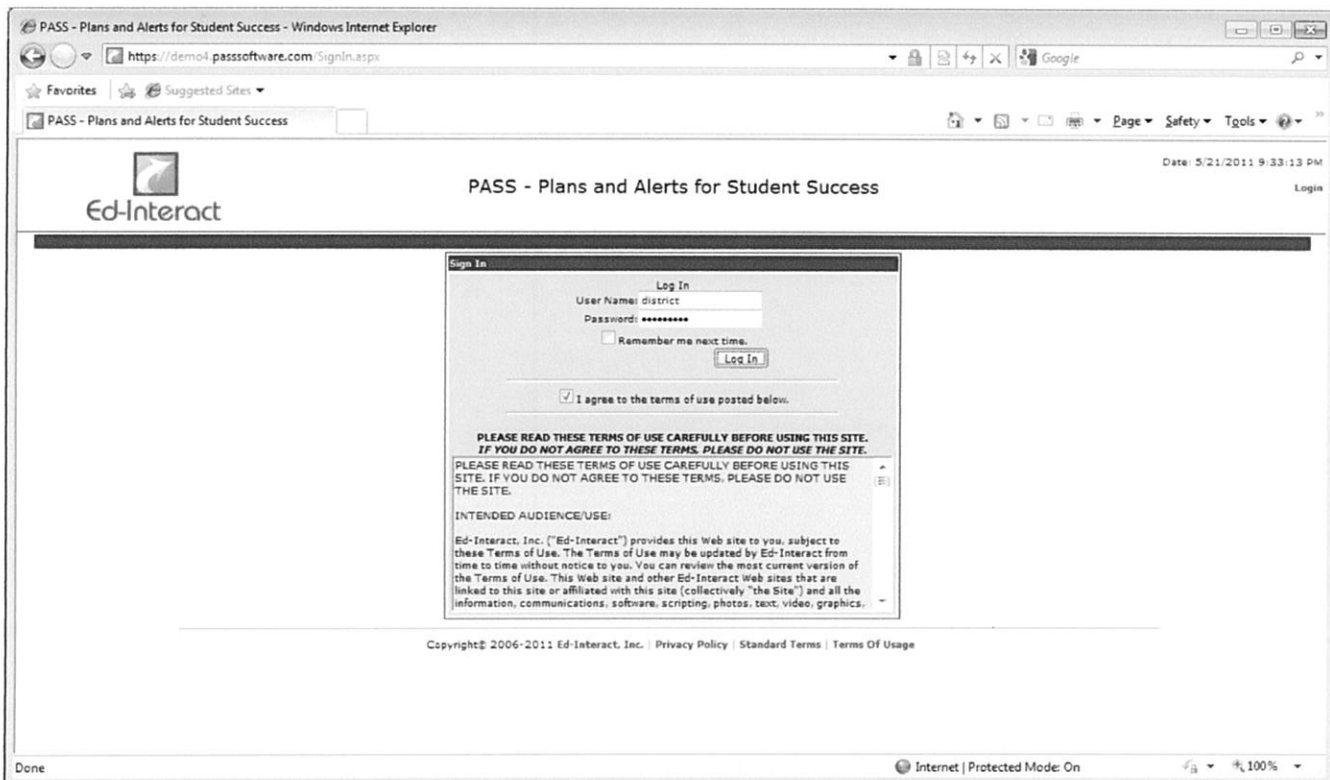


Figure 1. Plans and Alerts for Student Success (PASS) Software

At Ed-Interact, Early Warning/At-Risk Detection software has been our sole focus since our founding. If the State were to select PASS, it will benefit from almost 6 years of development and countless improvements in functionality and usability based on ‘in-the-field’ educator feedback. We hold true to our belief that an Early Warning System needs to be able to provide both ‘as precise slice of a student body’ as you want, while also being able to deliver ‘as broad a result set of students’ when you need to. PASS has been designed to allow you to do just that. PASS allows a user to select as many or as few indicator conditions or custom defined attributes as they like in order to return a very specific or broad cross section of students. PASS also lets the user select from any combination of schools within a district. Providing color-coded, longitudinal views of student performance in Attendance, Discipline, Academics, and Testing, PASS delivers a unique perspective of a students academic career often visually showing performance degradation or corrected ‘dips’ in performance in a visual manner.

Ed-Interact has some features/modules which we believe will be of tremendous value to the State but whose functionality was not explicitly requested in the RFP; however we intend to offer them included as part of our solution because of the tremendous value they bring to a School and/or District. These include our exclusive Test Score Bubble Search feature and our industry exclusive Test Score Resource Category/Performance Indicator (RCPI) module.

Our Bubble Search feature allows Student Test Scores to be stored and categorized by level (typically designated as level 1 thru levels 4 or 5), and even further by range within the level (typically designated by High, Moderate, Low). This powerful feature allows educators to search for Students by level and range for any given standardized test whose results have been uploaded to PASS. An educator can query students with a level 1 (below Proficiency) in TCAP Math who are in the ‘High’ range (meaning they likely require just a few more points to become proficient).

GPA	Test Scores	Test Score Bubble	
▲ All ▼	FCAT Reading L1 FCAT Reading L2 FCAT Reading L3 FCAT Reading L4 FCAT Reading L5 FCAT Math L1 FCAT Math L2	▲ High Medium Low ▼	Bio-Bus Eng Hea Hos Perf Pub Spri STE

Figure 2. PASS Test Score Bubble Search Feature

Complementing this feature, Ed-Interact is also offering to include its powerful RCPI module, allowing an educator to examine all RCPI data (also identified by its own Range indicator) which has been loaded into PASS on one screen, helping educators to target ‘at-a-glance’ the areas of focus which will best benefit this students Test Performance.

PASS - Plans and Alerts for Student Success - Windows Internet Explorer

https://demo1.passsoftware.com/StudentProfiles/TestScores.aspx?lg=06831672-4732-e011-b2c2-000c29b44a59

PASS - Plans and Alerts for Student Success

SCHOOL: LINCOLN HIGH SCHOOL

Group Affiliations: STEM Academy

Discipline: 03 / 05

Academics: 06 / 05

Testing: 04 / 06

Excused Absences: 0

Unexcused Absences: 0

OSS Days: 5

OSS Events: 3

Credits Earned / Attempted: 11.0 / 14.0

GPA: 1.42

F Count: 8

FCAT Writing: SAT: 2

FCAT Math: 2

Plans Transcripts Test Scores

2010

Name	Score	Date	Grade Level	Score Level	Low Range	High Range	Bubble
FCAT Math	314	03/12/2010	10	2	281	318	High
Data Analysis, Statistics, and Probability	64		10	2	48	70	High
Geometry and Measurement	59		10	2	47	65	Medium
Mathematical Processes	69		10	2	57	76	Medium
Number and Operations	63		10	2	53	73	Medium
FCAT Reading	263	03/12/2010	10	1	100	266	High
Communication and Media	63		10	1	45	73	High
Informational Text	75		10	1	57	81	High
Lang Arts Composite	57		10	1	40	69	Medium
Language	53		10	1	40	70	Medium
Literature	65		10	1	46	73	High
Logic	51		10	1	32	65	Medium
Reading Composite	63		10	1	45	73	High
Vocabulary	69		10	1	50	78	High
Writing and Research	55		10	1	37	64	High
FCAT Writing	30	02/11/2010	10				

2009

Name	Score	Date	Grade Level	Score Level	Low Range	High Range	Bubble
FCAT Math	276	03/09/2009	9	2			n/a
FCAT Reading	272	03/09/2009	9	1			n/a

Done

Internet | Protected Mode: On

100%

Figure 3. PASS Test Score Resource Category/Performance Indicator (RCPI) module

PASS has additional modules which allow for Student logins, Parent logins, Intervention and Test Assignment, Intervention and Test Management and Intervention Effectiveness and Test Scores Distribution. To meet the State requirements, PASS will be delivered with its core Early Warning/At-Risk Detection module, and Ed-Interact will also make available its Test Score Bubble Search feature and our industry exclusive Test Score Resource Category/Performance Indicator (RCPI) module.

2 Proposal Statement of Certifications and Assurances – 6.1

RFP # 33150-02211

ATTACHMENT 6.1.

PROPOSAL STATEMENT OF CERTIFICATIONS AND ASSURANCES

An individual legally empowered to contractually bind the Proposer must sign and complete the *Proposal Statement of Certifications and Assurances* below as required, and this signed statement must be included with the proposal as required by the RFP Attachment 6.2.

The Proposer does, hereby, expressly affirm, declare, confirm, certify, and assure ALL of the following:

1. The Proposer will comply with all of the provisions and requirements of the RFP.
2. The Proposer will provide, for the total contract period, all services defined in the Scope of Services specified by the *Pro Forma Contract* attached to the RFP.
3. The Proposer accepts and agrees, without qualification, to all terms and conditions set out by the *Pro Forma Contract* attached to the RFP.
4. The Proposer acknowledges and agrees that a contract resulting from the RFP shall incorporate, by reference, all proposal responses as a part of the contract.
5. The Proposer will comply, as applicable, with:
 - (a) the laws of the State of Tennessee;
 - (b) Title VI of the federal Civil Rights Act of 1964;
 - (c) Title IX of the federal Education Amendments Act of 1972;
 - (d) the Equal Employment Opportunity Act and the regulations issued there under by the federal government; and,
 - (e) the Americans with Disabilities Act of 1990 and the regulations issued there under by the federal government.
6. To the knowledge of the undersigned, the information detailed within the proposal submitted in response to the RFP is accurate.
7. The proposal submitted in response to the RFP was independently prepared, without collusion, under penalty of perjury.
8. No amount shall be paid directly or indirectly to an employee or official of the State of Tennessee as wages, compensation, or gifts in exchange for acting as an officer, agent, employee, subcontractor, or consultant to the Proposer in connection with the RFP or any resulting contract.

By signature below, the signatory certifies legal authority to bind the proposing entity to the provisions of this RFP and any contract awarded pursuant to it. The State may, at its sole discretion and at any time, require evidence documenting the signatory's authority to legally bind the proposing entity.

PROPOSER SIGNATURE & DATE:



PRINTED NAME & TITLE:

William T. Gunther, President

PROPOSER LEGAL ENTITY NAME:

Ed-Interact, Incorporated

PROPOSER FEIN or SSN:

20-4955140

3 RFP ATTACHMENT - 6.2

RFP# 33150-02211

ATTACHMENT 6.2.

Qualifications Evidence Guide

The Proposer must address all items detailed below and provide, in sequence, the information and documentation as required (referenced with the associated item references). The Proposer must also detail the proposal page number for each item in the appropriate space below, and use this guide to cover the Qualification Evidence section of the proposal (as its table of contents).

Prior to State Evaluation of Qualification Evidence, the RFP Coordinator will review each proposal to determine for compliance with all RFP requirements, including but not limited to:

- The proposal must be delivered to the State no later than the Proposal Deadline.
- The Qualification Evidence and Cost Proposal must be packaged separately as required
- The Qualification Evidence must NOT contain cost or pricing information of any type.
- The proposal must NOT contain any qualification, limitation, or other restrictions.

The Proposal Evaluation Team will, then, review the Qualification Evidence to determine if the mandatory requirement items are addressed as required and that it documents that the Proposer meets each mandatory qualification and experience requirement and is otherwise, at least, minimally acceptable as a contractor for the subject services.

PROPOSER NAME:	LEGAL	ENTITY	Ed-Interact Corporation
Proposal Page # (Proposer completes)	Item Ref.	Qualifications Evidence	
12	6.2.1.	Detail the name, email address, mailing address, telephone number and facsimile number of the person the State should contact regarding the proposal.	
13	6.2.2.	Provide the RFP Attachment 6.1. <i>Proposal Statement of Certifications and Assurances</i> completed and signed by an individual empowered to bind the Proposer to the provisions of this RFP and any resulting contract. The document must be signed without exception or qualification.	
14	6.2.3.	Provide a statement, based upon reasonable inquiry, of whether the Proposer or any individual who shall perform work under the contract has a possible conflict of interest (e.g., employment by the State of Tennessee) and, if so, the nature of that conflict. NOTE: Any questions of conflict of interest shall be solely within the discretion of the State, and the State reserves the right to cancel any award.	
14	6.2.4.	Provide a statement of whether the Proposer or, to the Proposer's knowledge, any of the Proposer's employees, agents, independent contractors, or subcontractors, proposed to provide work on a contract pursuant to this RFP, have been convicted of, pled guilty to, or pled <i>nolo contendere</i> to any felony. If so, include an explanation providing relevant details. NOTE: Any issues relating to such a matter shall be solely with the discretion of the State, and the State reserves the right to reject any proposal or cancel any award.	
15	6.2.5.	Provide a statement of whether there is any material, pending litigation against the Proposer that the Proposer should reasonably believe could adversely affect its ability to meet contract requirements pursuant to this RFP or is likely to have a material adverse effect on the Proposer's financial condition. If such exists, list each separately, explain the relevant details, and attach the opinion of counsel addressing whether and to what extent it would impair the Proposer's performance in a contract pursuant to this RFP. NOTE: Any issues relating to such a matter shall be solely with the discretion of the State, and the State reserves the right to reject any proposal or cancel any award. NOTE: All persons, agencies, firms, or other entities that provide legal opinions regarding the Proposer must be properly licensed to render such opinions. The State may require the Proposer to submit proof of such licensure detailing the state of licensure and licensure number for each	

Ed-Interact, Incorporated

PROPOSER NAME:		LEGAL ENTITY	Ed-Interact Corporation
Proposal Page # (Proposer completes)	Item Ref.	Qualifications Evidence	
		person or entity that renders such opinions.	
15	6.2.6.	Provide evidence that the Proposer is a Microsoft Certified Partner	
16	6.2.7.	Provide evidence that the Proposer has previously implemented their data model in a K-12 Local Education Agency or State Education Agency.	

Table 1. Qualifications Evidence

4 Qualification Evidence – 6.2.1

Ed-Interact is pleased to present its response to mandatory requirements for the State of Tennessee RFP #33150-02211.

4.1 General Information

6.2.1.	Detail the name, email address, mailing address, telephone number and facsimile number of the person the State should contact regarding the proposal.
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Name: William Gunther
Email Address: bgunther@edinteract.com
Mailing Address: 8752 Lovas Trail, Trinity, FL 34655
Telephone: 1.813.368.3290
Facsimile Number: 1.800.558.1691

Offeror Signature



4.2 RFP #33150-02211 Proposal Statement of Certifications & Assurances

6.2.2.	Provide the RFP Attachment 6.1. <i>Proposal Statement of Certifications and Assurances</i> completed and signed by an individual empowered to bind the Proposer to the provisions of this RFP and any resulting contract. The document must be signed without exception or qualification.
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RFP # 33150-02111

RFP ATTACHMENT 6.1.

PROPOSAL STATEMENT OF CERTIFICATIONS AND ASSURANCES

An individual legally empowered to contractually bind the Proposer must sign and complete the Proposal Statement of Certifications and Assurances below as required, and this signed statement must be included with the proposal as required by the RFP Attachment 6.2.

The Proposer does, hereby, expressly affirm, declare, confirm, certify, and assure ALL of the following:

1. The Proposer will comply with all of the provisions and requirements of the RFP.
2. The Proposer will provide, for the total contract period, all services defined in the Scope of Services specified by the *Pro Forma* Contract attached to the RFP.
3. The Proposer accepts and agrees, without qualification, to all terms and conditions set out *Pro Forma* Contract attached to the RFP.
4. The Proposer acknowledges and agrees that a contract resulting from the RFP shall incorporate, by reference, all proposal responses as a part of the contract.
5. The Proposer will comply with:
 - (a) the laws of the State of Tennessee;
 - (b) Title VI of the federal Civil Rights Act of 1964;
 - (c) Title IX of the federal Education Amendments Act of 1972;
 - (d) the Equal Employment Opportunity Act and the regulations issued there under by the federal government; and,
 - (e) the Americans with Disabilities Act of 1990 and the regulations issued there under by the federal government.
6. To the knowledge of the undersigned, the information detailed within the proposal submitted in response to the RFP is accurate.
7. The proposal submitted in response to the RFP was independently prepared, without collusion, under penalty of perjury.
8. No amount shall be paid directly or indirectly to an employee or official of the State of Tennessee as wages, compensation, or gifts in exchange for acting as an officer, agent, employee, subcontractor, or consultant to the Proposer in connection with the RFP or any resulting contract.

By signature below, the signatory certifies legal authority to bind the proposing entity to the provisions of this RFP and any contract awarded pursuant to it. The State may, at its sole discretion and at any time, require evidence documenting the signatory's authority to legally bind the proposing entity.

DO NOT SIGN THIS DOCUMENT IF YOU ARE NOT LEGALLY AUTHORIZED TO BIND THE PROPOSING ENTITY

SIGNATURE: 

PRINTED NAME & TITLE: William Gunther, President

DATE: 5/27/2011

PROPOSER LEGAL ENTITY NAME: Ed-Interact Corporation

PROPOSER FEDERAL EMPLOYER IDENTIFICATION NUMBER (or SSN): 20-4955140

4.3 Conflict of Interest

6.2.3.	<p>Provide a statement, based upon reasonable inquiry, of whether the Proposer or any individual who shall perform work under the contract has a possible conflict of interest (e.g., employment by the State of Tennessee) and, if so, the nature of that conflict.</p> <p>NOTE: Any questions of conflict of interest shall be solely within the discretion of the State, and the State reserves the right to cancel any award.</p>
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Neither Ed-Interact nor any individual who shall perform work under a contract resulting from this solicitation has a possible conflict of interest.

Offeror Signature



4.4 Legal Disclaimer

6.2.4.	<p>Provide a statement of whether the Proposer or, to the Proposer's knowledge, any of the Proposer's employees, agents, independent contractors, or subcontractors, proposed to provide work on a contract pursuant to this RFP, have been convicted of, pled guilty to, or pled <i>nolo contendere</i> to any felony. If so, include an explanation providing relevant details.</p> <p>NOTE: Any issues relating to such a matter shall be solely within the discretion of the State, and the State reserves the right to reject any proposal or cancel any award.</p>
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Ed-Interact Corporation has no knowledge that any of its employees, agents, independent contractors, or subcontractors, proposed to provide work on a contract pursuant to this RFP, have been convicted of, pled guilty to, or pled *nolo contendere* to any felony.

Offeror Signature



4.5 Pending Litigation

6.2.5.	<p>Provide a statement of whether there is any material, pending litigation against the Proposer that the Proposer should reasonably believe could adversely affect its ability to meet contract requirements pursuant to this RFP or is likely to have a material adverse effect on the Proposer's financial condition. If such exists, list each separately, explain the relevant details, and attach the opinion of counsel addressing whether and to what extent it would impair the Proposer's performance in a contract pursuant to this RFP.</p> <p>NOTE: Any issues relating to such a matter shall be solely with the discretion of the State, and the State reserves the right to reject any proposal or cancel any award.</p> <p>NOTE: All persons, agencies, firms, or other entities that provide legal opinions regarding the Proposer must be properly licensed to render such opinions. The State may require the Proposer to submit proof of such licensure detailing the state of licensure and licensure number for each person or entity that renders such opinions.</p>
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Ed-Interact Corporation assures the State of Tennessee that there is no material, pending litigation against Ed-Interact that Ed-Interact should reasonably believe could adversely affect its ability to meet contract requirements pursuant to this RFP or is likely to have a material adverse effect on Ed-Interact's financial condition.

Offeror Signature



4.6 Microsoft Certified Partner

6.2.6.	Provide evidence that the Proposer is a Microsoft Certified Partner
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Officially, Microsoft discontinued its Certified Partners program designations of Microsoft Gold Certified, Certified and Registered in late 2010.

Because of this program termination, no vendor can any longer produce valid evidence that it is currently a Microsoft Certified Partner.

Please refer to the following Microsoft Partner Program Publication:

<https://partner.microsoft.com/download/US/40141173>.

Ed-Interact attests that its Microsoft Partner status is currently active. Our Partner ID is 3323956. Because of the termination of the Certified Partner program, our certification as a Microsoft Silver Competency Partner is currently in progress.

Offeror Signature



4.7 Business Information

6.2.7.	Provide evidence that the Proposer has previously implemented their data model in a K-12 Local Education Agency or State Education Agency.
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We have included in this proposal a reference letter from a K-12 Local Education Agency in the State of Tennessee with whom we have entered our second year of engagement. Numerous types of users, including District Staff, Principals, School Administrators and Principals use PASS daily to support their various programs and initiatives.

The 2012 school year will be even more exciting as the district looks to make use of the Plan Engine Module. This unique functionality is a PASS exclusive, allowing the District to apply interventions and measure their effectiveness, provide self-scoring proactive and help test, and issue personal student plans to target ***individual learning styles of their students***. This client is extremely creative in its use of PASS and we are excited to continue to work with them in the 2012 School Year.

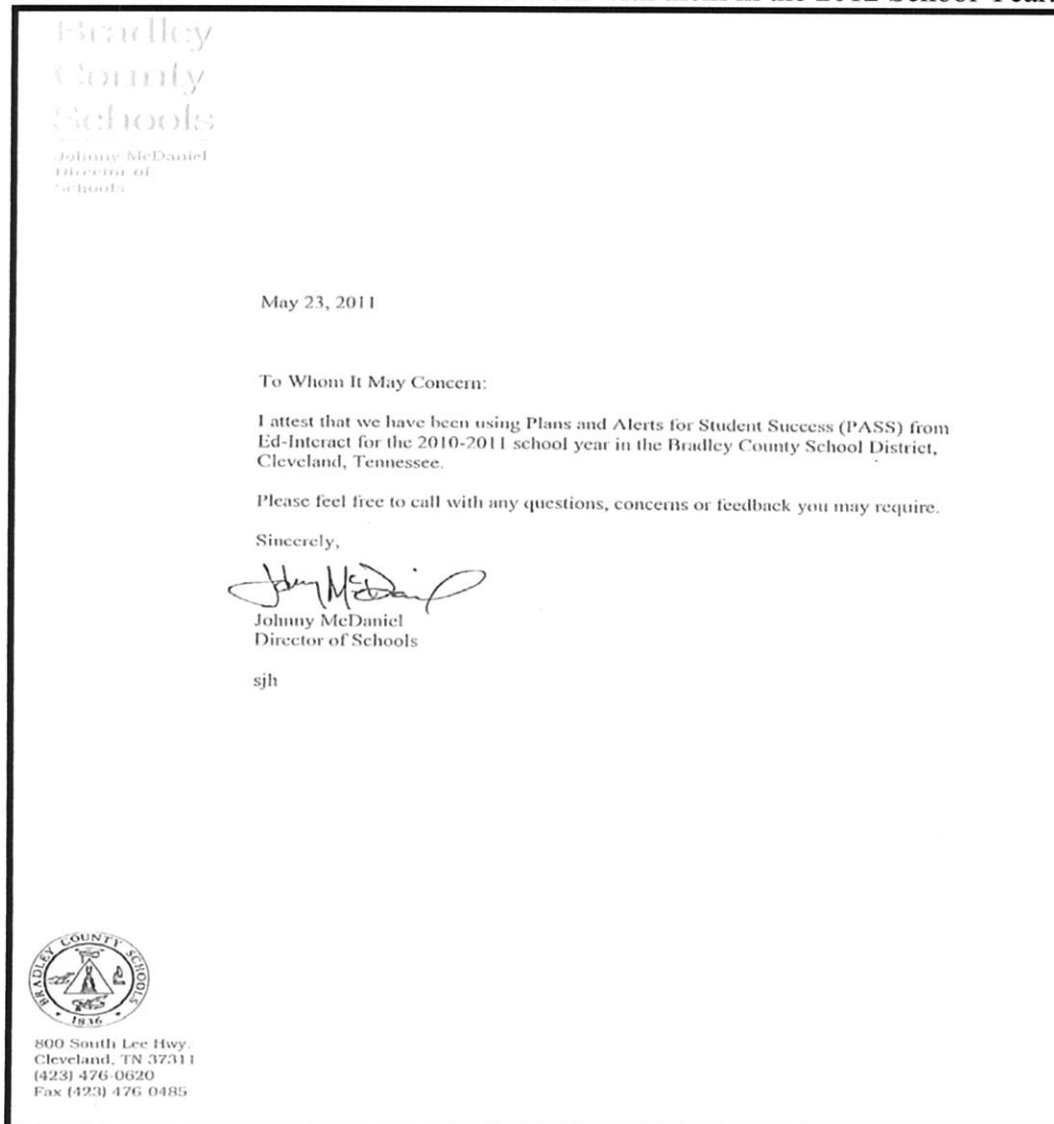


Figure 4. Evidence of Usage - Bradley County Schools, Tennessee

Appendix A. Requirements

Ed-Interact believes that the PASS system meets or exceed many of the States requirements with our core existing Early Warning/At-Risk system module. We have addressed our compliance with the stated requirements in this section.

[A.1] Service and Deliverables

A.1. The Contractor shall provide all service and deliverables as required, described, and detailed herein and shall meet all service and delivery timelines as specified by this Contract.

With the tendering of this response, Ed-Interact attests that it will deliver all service and deliverables defined currently within the RFP.

Offeror Signature



[A.3] Annual Work Plan

A.3. Annual Work Plan. The Contractor shall prepare, for State approval, a detailed Work Plan for each deliverable (A.5- A.9) that incorporates the development of schedules for the activities of this contract. The Work Plan shall include the steps for all project work tasks and deliverables including initiation and completion dates, task responsibilities to avoid any disruption of services, requirements or deliverables to the State.

The Annual Work Plan will outline by task and due date each activity to be performed under this contract. The Annual Work Plan must describe all activities related to the development and implementation of each item listed in this Scope, including each stage of production. It shall provide due dates for each activity and indicate areas of responsibility for the Contractor and the State. The Annual Work Plan will serve as a monitoring document to be used by the State to assure timely completion of tasks as scheduled.

The initial Annual Work Plan shall be due to the State within thirty (30) days of the execution of this contract. Subsequent Annual Work Plans will be due no later than June 1 prior to the effective fiscal year.

Ed-Interact will provide a detailed Annual Work Plan as described in Section A.3 in the RFP.

Offeror Signature



[A.4] P-12 LDS/Early Warning Data System Architecture**A.4. P-12 LDS/Early Warning Data System Architecture**

- a. The Contractor shall provide a system that is deployable to a Microsoft.NET Application Server on Windows Server 2008 hosted at the state data center running Secure Socket Layer (SSL) mode.
- b. The Contractor shall provide a data model that is deployable on MS-SQL Server 2008 R2 Enterprise Edition or higher as the database standard and hosted at the state data center.
- c. The Contractor shall provide a system that utilizes the Microsoft business intelligence and reporting tools.

[A.4.a] The PASS Early Warning System is a six year old, third generation product based on the Microsoft .Net Framework, hosted on Windows 2008 Server and runs as an SSL web-based, multi-tenant software system which is specifically designed for school districts and states.

[A.4.b] The PASS Early Warning System can run on MS-SQL Server 2008 R2 EE.

[A.4.c] The Software Reporting Subsystem requirements will be gathered from the State and PASS reporting capabilities will be expanded to meet the states criteria using Microsoft Reporting Tools.

Offeror Signature

**[A.5] Base K-12 Data Model and Reporting****A.5. Base K-12 data model and reporting****a. Requirements:**

- (1) The Contractor shall provide a K-12 data model for implementation, at the state level, capable of accommodating 136 Local Education Agencies (LEAs), 1900+ schools, 4000+ principals and administrators, 70,000+ teachers and 1,000,000+ students in Tennessee's K-12 public schools.

[A.5.a.(1)] The PASS System scales well and will support the 136 Local Education Agencies (LEAs), 1900+ schools, 4000+ principals and administrators, 70,000+ teachers and 1,000,000+ students in Tennessee's K-12 public schools.

Offeror Signature



- (2) The Contractor data model shall include:
- a. District Level Data:
 - i. District demographic data, district calendar data and district calendar events
 - ii. Must allow for multiple district calendars within a district for a specific year
 - b. School Level Data:
 - i. School demographic data, school calendar data, school calendar funding periods, school calendar events
 - ii. Must allow for multiple school calendars for a specific year
 - c. Class Level Data:
 - i. State course code, local course section identifier and class schedules
 - ii. Must allow for a class to be attached to a specific school calendar for a specific school year
 - d. Student Level Data:
 - i. Student demographic data, student enrollment data, student attendance, student disciplinary actions, student special education data, student grade assignment, student class assignments, student class grades, student classifications, student federal program indicators, student withdrawal information, student end of service information, student graduation data
 - ii. Must allow for a concurrent student enrollments for home school and for service school (primary and service enrollment types)
 - e. Staff Level Data:
 - i. Staff demographic data.
 - ii. Allow for multiple staff current assignments
 - iii. Allow for multiple class assignments
 - f. Role level security:
 - i. State user level
 - 1. May access data for all districts and schools
 - ii. District user level
 - 1. May access data for all schools in their district
 - 2. May access district level data within their district
 - iii. School user level
 - 1. May access all data for their school
 - iv. Teacher level
 - 1. May access their class and student data
 - g. Dashboards and metrics
 - i. Ability to create dashboards for all security role levels
 - ii. Provide a summary of all students by high risk, low risk, and performing at good levels
 - iii. Ability to drill down on any category and display a list of students in that category
 - iv. Ability to drill down on a selected student and display details about that student
 - v. Ability to display warning using attendance, disciplinary, and grade data
 - h. Provide installation and configuration documentation

[A.5.a.(2).a] The PASS system data model currently supports a single calendar within a District. The system will be modified to support multiple District Calendars and District Events to meet the DOE requirements.

[A.5.a.(2).b] The PASS system data model already implements School Data which supports demographic data. The system will be modified to support School Calendar Data and School Funding Periods and School Events to meet the DOE requirements.

[A.5.a.(2).c] The PASS system data model already implements Class Data which supports Course Code, Section Identifier and Schedule data. The system associates the class with a school calendar for a school year.

[A.5.a.(2).d] The PASS system data model already implements Student Data which supports demographic, enrollment, attendance, disciplinary, special education, grades, class assignment, class grades, classifications, and federal program indicators data. The system will be modified to support withdrawal, end of service and graduation data as per the States requirements. The system currently supports home school and service school enrollment.

[A.5.a.(2).e] The PASS system data model already implements Staff Data which supports demographic, current assignment, class assignment data. The system associates the class with a school calendar for a school year.

[A.5.a.(2).f] Role Security

The PASS system employs a unique Role Based Access Model which ensures the following:

- Students have access to only their Academic Information and Interventions that have been defined as viewable or to be completed by Students;
- Parents/Guardians have access to only the Academic Information and Interventions of their children that have been defined as viewable or to be completed by Parents/Guardians;
- Teachers have access to only the Early Warning Details, Academic Information and Interventions of the Students in their classes, along with the Interventions that have been defined as viewable or to be completed by Teachers;
- School Administrators have access to only Early Warning Details, Academic Information and Interventions of Students in their school, as well as a Teacher centric view of Student data, along with the Interventions assigned either to Teachers or Students that have been defined as viewable by School Administrators;
- Principals have access to only Early Warning Details, Academic Information and Interventions of Students in their school, as well as a Teacher centric view of Student data, along with the Interventions assigned either to Teachers or Students that have been defined as viewable by Principals;
- District Administrators have access to Early Warning Details, Academic Information and Interventions of all Students in their District, as well as a Teacher centric view of Student data, along with the Interventions assigned either to Teachers or Students that have been defined as viewable by District Administrators.


Offeror Signature _____**[A.5.a.(2).g.i] Dashboards for All Security Levels**

The PASS System provides Student Dashboards for all security roles being requested by the State. While not in the scope of this RFP, Ed-Interact does not provide dashboards for student and parent roles. These roles do not have dashboard statistics as they deal solely with the details and interventions associated with them, therefore no summary makes sense to provide. Where authorized, parents see only their own interventions and the details and interventions of their children; where students see only their own details and interventions.

[A.5.a.(2).g.ii] Summary of Students by High/Low and Non-Risk

The PASS System provides queries of students based on a variety of criteria and provides a non-scientific score which gives a very good determination as to the risk status of the students in the result set. Since there are numerous criteria combinations for searching the student body, Ed-Interact believes that PASS not only meets but exceeds this criteria.

[A.5.a.(2).g.iii] Drill-Down on Students that Match Criteria

The PASS System provides queries of students based on a variety of criteria and provides a non-scientific score which gives a very good determination as to the risk status of the students in the result.

[A.5.a.(2).g.iv] Drill-Down on Student Details

The PASS System provides the ability to drill down on any student in any result set.

[A.5.a.(2).g.v] Warning Using Attendance, Disciplinary, and Grade Data

The PASS System provides the ability to select a robust set of attributes that produce a result set of students indicating a match to the attributes entered.

[A.5.a.(2).h] Installation and Configuration Documentation

The PASS System will be delivered with installation and configuration documentation as well as a User Guide.


Offeror Signature _____

[A.6] Project Modules

- A.6. Project Modules. The Contractor shall provide the project manager, business analysts, database administrator and other resources to work with the State to design, configure, develop, and implement the data model .
- a. Tennessee K-12 Data Model and Reporting
- (1) Design Phase
 - i. Gather detailed requirements and determine data sources for mapping to data model
 - ii. Define indicators and thresholds for analysis and reporting
 - (2) Construction Phase
 - i. Create functional specifications to meet requirements defined in A.6.a.(1).
 - ii. Develop the program code based on the functional specifications
 - iii. Create test data and test scenarios.
 - iv. Deploy new code to test environment.
 - v. Provide unit testing and system testing of the developed program.
 - vi. Obtain user acceptance testing signoff.
 - (3) Implementation Phase
 - i. Create or update installation and configuration documentation.
 - ii. Schedule and deploy the new code to the production environment.
 - iii. Assist with troubleshooting any response time or performance related issues resulting from newly released code.
 - iv. Provide technical support to the state.

Ed-Interact will engage with the State in the manner stated in Section A.6 of the RFP to design State data source(s), analysis thresholds and reporting requirements; construct necessary

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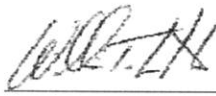
[A.7] Training**A.7. Training**

- a. The Contractor shall provide a User's Guide in electronic format for use during state provided training to districts.

Ed-Interact will provide a User Guide in electronic format as stated in Section A.6 of the RFP.

Ed-Interact also anticipates such documentation to be accessible for download from the PASS Application.

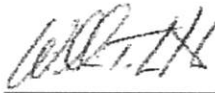
Offeror Signature

**[A.8] End User Technical Support****A.8. End User Technical Support**

- a. The Contractor shall provide a summary of the software support process for the proposed system, describing the telephone support, online support and if the support is available during normal business hours upon implementation of the system.

Upon implementation of the system, since Ed-Interact is not hosting the software it anticipates that the level of support to be provided is Tier 2 technical support to the state including online technical support through our 1-800-558-1691 Sales & Support Number, as well as fax and email support during DOE business hours according to DOE holiday schedule. A Tier 1 / Tier 2 support is also available based on the needs of the State.

Offeror Signature



[A.9] Annual Updates to the Data Model**A.9. Annual Updates to the Data Model**

- a. The Contractor shall provide make available to the state any updates/additions made to their base K-12 data model. These updates shall include installation and configuration documentation on how to apply the updates and/or additions.

Ed-Interact will make available to the State periodic updates and major releases of PASS along with updated installation and configuration documentation.

Offeror Signature _____



[A.10] Willingness to Accept Changes in Scope and Service

A.10. The State may, at its sole discretion and with written notice to the Contractor, request changes in the scope of services that are necessary but were inadvertently unspecified in the scope of services of this Contract.

a. Memorandum of Understanding— After receipt of a written request for additional services from the State, the Contractor shall respond to the State, within a maximum of ten (10) business days, with a written proposal for completing the service. Said proposal must specify:

- (1) the effect, if any, of implementing the requested change(s) on all other services required under this Contract;
- (2) the specific effort involved in completing the change(s);
- (3) the expected schedule for completing the change(s);
- (4) the maximum number of person hours required for the change(s); and
- (5) the maximum cost for the change(s)— this maximum cost shall in no instance exceed the product of the person hours required multiplied by the appropriate payment rate proposed for such work.

The Contractor shall not perform any additional service until the State has approved the proposal. If approved, the State will sign the proposal, and it shall constitute a Memorandum of Understanding (MOU) between the Contract Parties pertaining to the specified change(s) and shall be incorporated, hereby, as a part of this Contract.

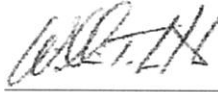
b. MOU Performance— Subsequent to State approval of an MOU, the Contractor shall complete the required services. The State will be the sole judge of the acceptable completion of work and, upon such determination, shall provide the Contractor written approval.

c. MOU Remuneration— The State will remunerate the Contractor only for acceptable work. All acceptable work performed pursuant to an approved MOU, without a formal amendment of this contract, shall be remunerated in accordance with and further limited by contract section C.3.c., PROVIDED THAT, the State shall be liable to the Contractor only for the cost of the actual person hours worked to complete the necessary work, not to exceed the maximum cost for the change detailed in the MOU. In no instance shall the State be liable to the Contractor for the cost of any person hours worked in excess of the maximum person hours indicated in or of any amount exceeding the maximum cost specified by the approved MOU authorizing the service. Upon State approval of the work, the Contractor shall invoice the State in accordance with the relevant provisions of this Contract.

Ed-Interact understands that working to define an Early Warning System is quite an undertaking and feature/functionality which may or may not be obvious at the writing of the RFP might materialize during the course of the contract and fully expects to work with the State to accommodate requests for changes in Scope of Services.

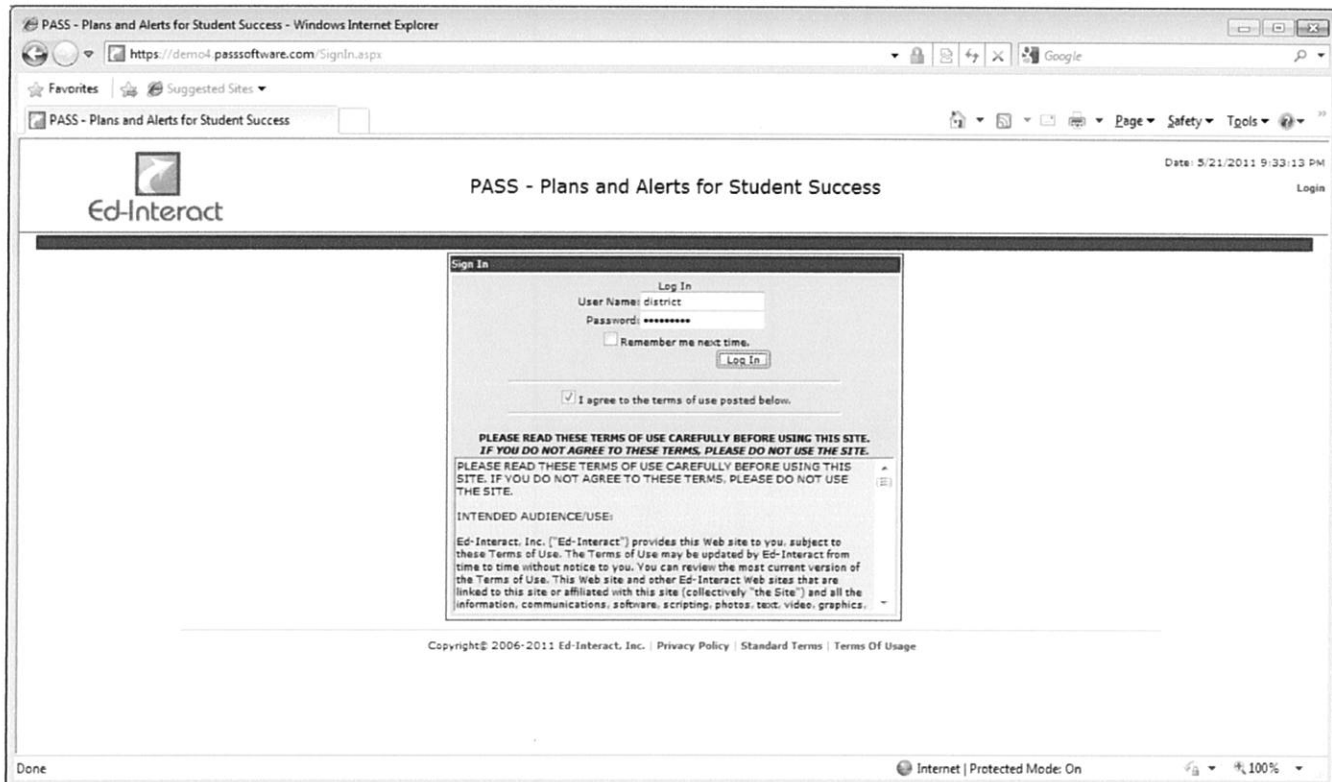
Ed-Interact welcomes and, in fact, ***we expect*** such requests because of the numerous capabilities of the PASS system; many of which are above and beyond what is requested in this RFP.

Offeror Signature

A handwritten signature in black ink, appearing to be "W. B. H.", written over a horizontal line.

Appendix B. Overview of PASS

The PASS System with all modules included, allows for numerous Roles to login and view varying levels of data it contains. Users Roles include those you would expect, specifically District Admins, Principals, School Admins, Teachers, Students and Parents.



PASS allows for District users to select any combination of schools, whether High, Middle, Elementary or Charter/Other to run its queries along with numerous academic, behavioral, social and testing search criteria allowing educators to query for students with or without specific intervention needs.

The desired result set of students is sortable by numerous presets such as Gender, School, Grade, Ethnicity or Group Affiliation. The User is then presented with a dashboard of statistics and can then view the student data and statistics about the result set

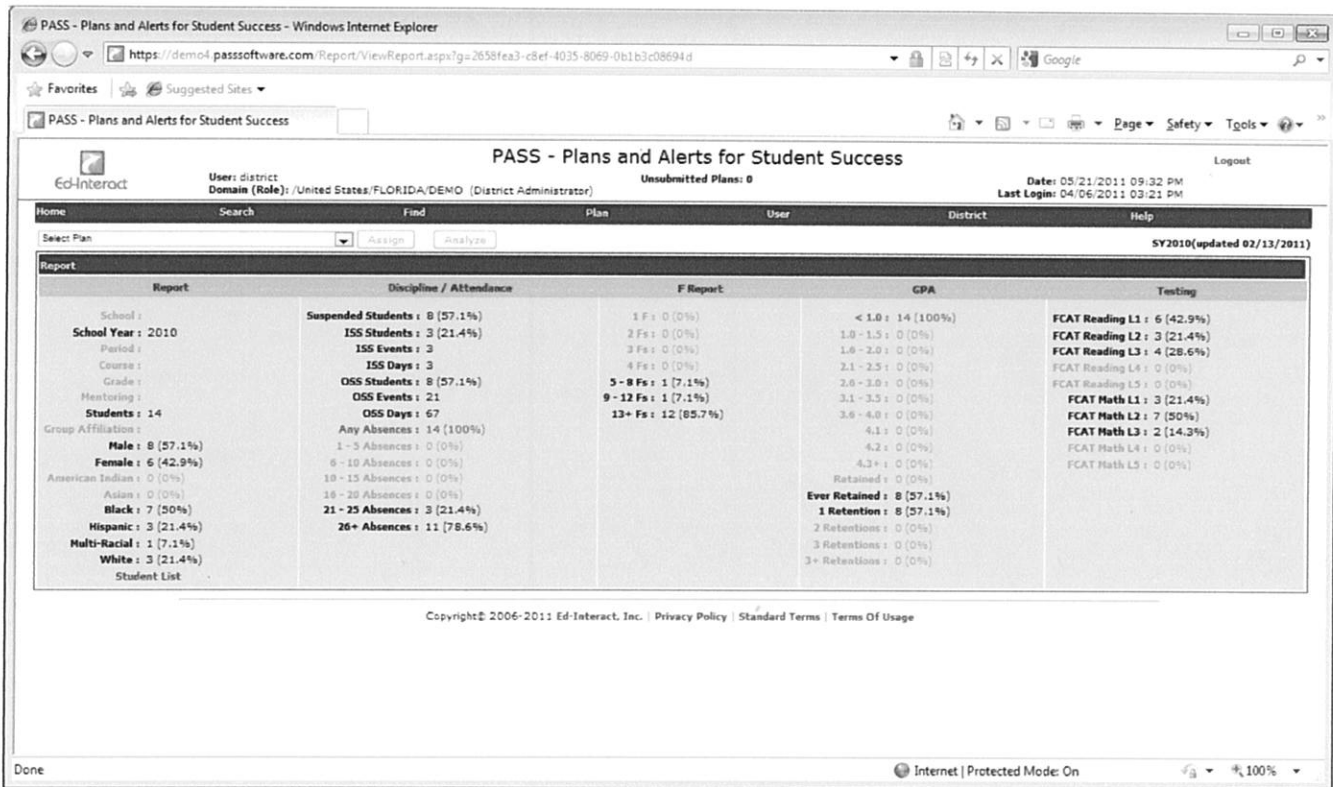


Figure 5. Custom Result Set Dashboard

A link is then provided to drill down and see the list of students in a result-set display which is color-coded, easy to understand, and ranked Overall At-Risk manner where data can be resorted based on Attendance, Discipline, Academics and Testing.

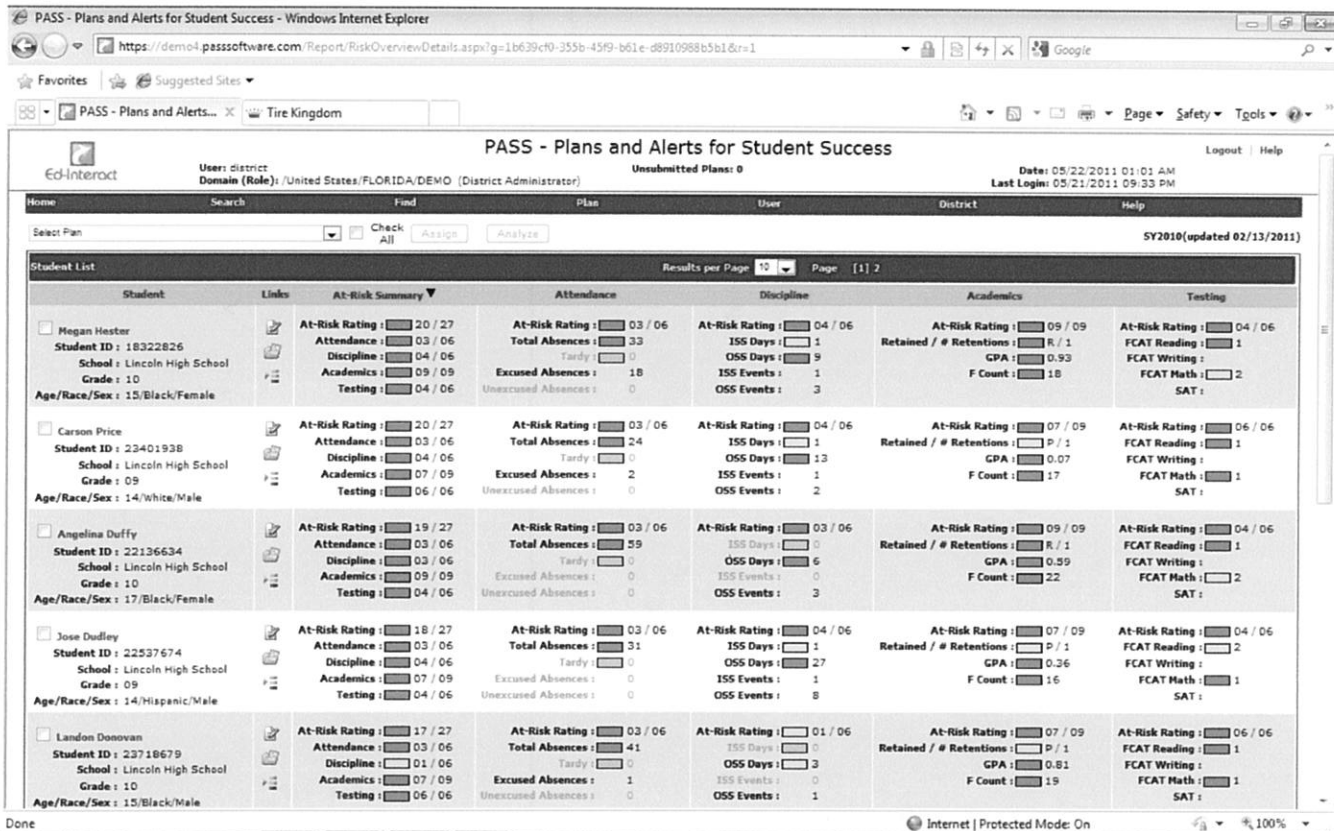


Figure 6. Result Set Drill-Down Showing Ranked and Color-coded List of Students

Individual students can be looked at with multiple years of data color coded and presented in an easy to understand, easy to use fashion; allowing staff to identify at-risk students in a variety of profiles.

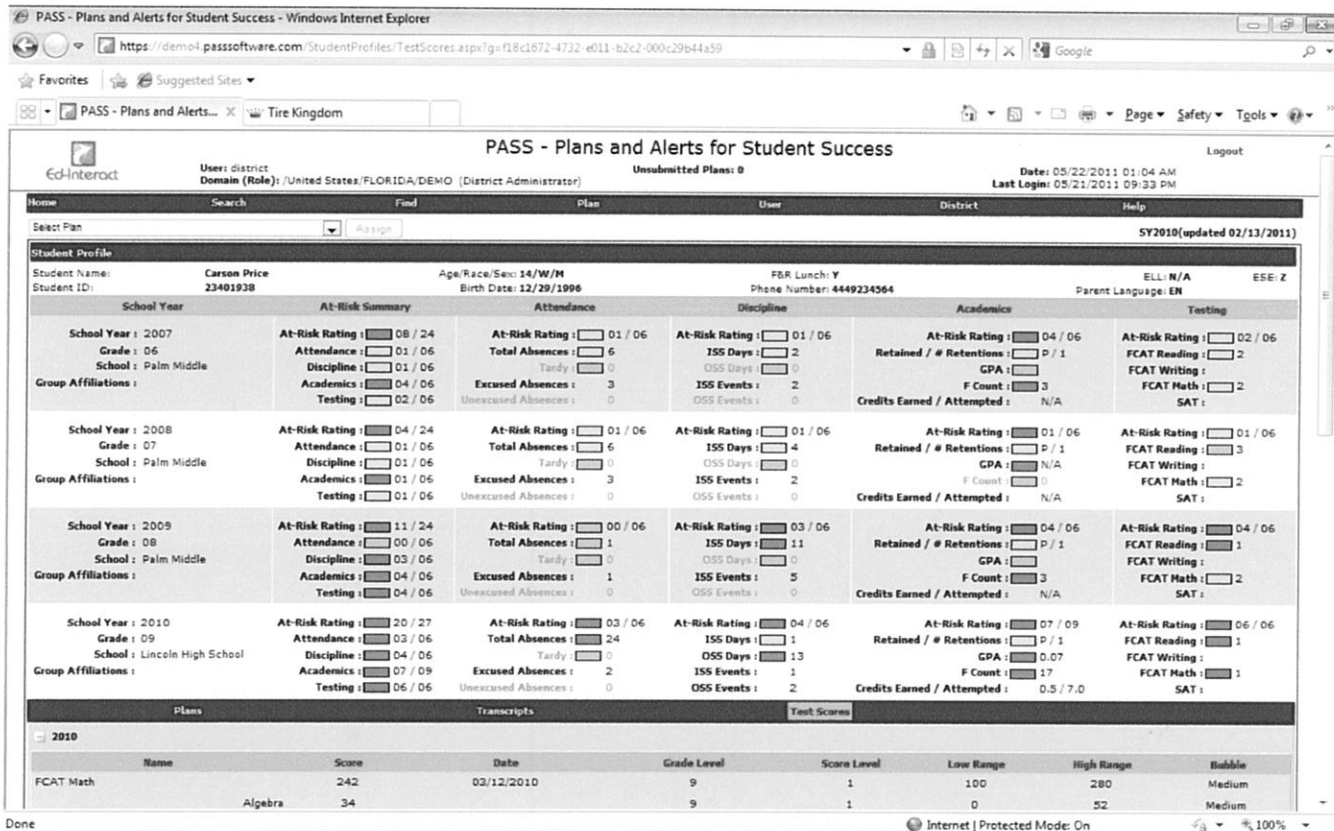


Figure 7. Longitudinal Data for a Student

Student views can be altered even further to see an individual student's longitudinal record, showing year over year performance, with color-coding.

Individual student views can then augmented to include transcript, assessments & training material or test scores (including RCPI Data when implementing the PASS RCPI Test Score module). This feature allows for educators to have a single, unified view of a student's test performance and help them easily and confidently custom target areas for an individual student's improvement.

Ed-Interact, Incorporated

The screenshot displays the 'Test Scores' tab for a student in 2010. The interface includes a top navigation bar with 'PASS - Plans and Alerts for Student Success' and a search bar. Below the navigation bar, there are various filters and statistics. The main data table lists test scores for FCAT Math, FCAT Reading, and FCAT Writing, including scores, dates, grade levels, score levels, low and high ranges, and bubble ratings.

Test	Name	Score	Date	Grade Level	Score Level	Low Range	High Range	Bubble
FCAT Math		314	03/12/2010	10	2	281	318	High
	Data Analysis, Statistics, and Probability	64		10	2	48	70	High
	Geometry and Measurement	59		10	2	47	65	Medium
	Mathematical Processes	69		10	2	57	76	Medium
	Number and Operations	63		10	2	53	73	Medium
FCAT Reading		263	03/12/2010	10	1	100	266	High
	Communication and Media	63		10	1	45	73	High
	Informational Text	75		10	1	57	81	High
	Lang Arts Composite	57		10	1	40	69	Medium
	Language	53		10	1	40	70	Medium
	Literature	65		10	1	46	73	High
	Logic	51		10	1	32	65	Medium
	Reading Composite	63		10	1	45	73	High
	Vocabulary	69		10	1	50	78	High
	Writing and Research	55		10	1	37	64	High
FCAT Writing		30	02/11/2010	10				

Figure 8. Test Score Data Including RCPI details.

The screenshot displays the 'Transcripts' tab for a student in 2010. The interface includes a top navigation bar with 'PASS - Plans and Alerts for Student Success' and a search bar. Below the navigation bar, there are various filters and statistics. The main data table lists student transcripts, including school year, teacher, course, and grades for various subjects.

School Year	Teacher	Course	Period 1	Period 2	Exam 1	Semester 1	Period 3	Period 4	Exam 2	Semester 2	Final
2010	Mosley, Aidan	ALGEBRA 1	F	C			N	F		F	
2010	Daugherty, Alexandra	ART/2-D & 3-D COMPRE	F	F			N				
2010	Wagner, Jordan	ART/2-D & 3-D COMPRE						F		F	
2010	McKenzie, Isabelle	CPTR COLG & CAR	B	F			N	F		F	
2010	Hodge, Ryan	ENG 1	D	F			I	F		F	
2010	Rogers, Nathan	BETH/SPA SCI	F	F			N	F		F	
2010	Whitehead, Aaliyah	INTENS READ	C	F			D	F		F	
2010	Lawson, Mia	INTERM WQHT TRAIN						F		F	
2010		SPANISH 1	F	F			N				

Figure 9. Student Transcripts

PASS also offers an optional Assessment Module, where interventions developed by the district can be electronically assigned to Students, Staff or Parents (Parent and Student Logins available with their respective PASS Login Modules).

Appendix C. Tennessee DOE Notes